



Representative Client & Business Activity Listing

Company	Activity or Relationship	Achievements
SeaDrill	Negotiations Training Workshop for SCM Team	Sales and negotiations skills enhancement workshop covering process, strategies, and tactics.
International Contract Drilling Company	Executive Team Strategic Alignment	Facilitated teambuilding retreat focused on executive team alignment, culture, and profitability objectives.
Architectural Firm	Leadership Team and Executive Ownership Coaching through Generational Transitional Change	Facilitated organizational and cultural change through strategic planning, process management and leadership development. Business advisor and executive coach to ownership partners and leadership team.
Shawcor, Pipeline Coating Contractor	Negotiations Training Workshop for SCM Team	Sales and negotiations skills enhancement refresher workshop covering process, strategies, and tactics.
ONERA Energy	Capital Raise and Business Development	Participated with the executive team in fundraising and participating in business development.
Individual CFOs	Leadership Coaching	Enhanced leadership skills in communications, strategic thinking and organizational change.
Sloan Group International	Executive Coaching	Realigned relationship between president and senior executive.
RCS Consulting	Executive Strategic Coaching	Executive coaching and time management, goal setting and achievement, and business expansion.
Lawyer	Executive Strategic Coaching	Develop strategic business expansion plan and enhanced performance coaching.
Kizer Energy	Strategic Business Plan	Development of Strategic Business Planning and executive coaching with CEO
Vepica	Business Expansion/Acquisition	M&A and business expansion search and advisory in USA
ABS Consulting	Upstream Global Account Mgt	Develop and implement upstream global account management plan.
Burns & McDonnell	Team Leadership Development	Team leadership development program for management team. Honing of leadership skills in strategic thinking and communications to improve cooperation and goal achievement.
Executives	Executive & Sales Training Coach	Executive Leadership, Management Leadership and Sales Development Training and Performance Coaching
Sidewinder – Onshore Drilling	Executive Strategic Planning and Team Alignment	Executive team alignment and strategic business planning for executive team for drilling business in USA.
Keane Group – Onshore well services	Executive Strategic Planning and Team Building	Team alignment, marketing plan and strategic planning for executive team for drilling, fracking and wireline business in Canada and USA.



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Express Energy Services – Onshore well services	Executive Performance Coaching Team Alignment Time Management Strategic Business Development	Worked with executives and financial team with strategic business development, team alignment and operational improvement and M&A for their international onshore well services business.
Chevron PRC	Management Leadership Coaching	Project and executive performance coaching and leadership development for 30 project directors to date.
IntecSEA & WorleyParsons – Engineering Contractor	Cross Cultural Organizational Project Team Alignment Executive Peer Group Team Alignment Font End Select Team Strategy & Team Alignment Workshops	Facilitated intercompany team alignment sessions with project management team members from IntecSEA and WorleyParsons. Improved communications, alignment of cultures and objectives resulting in better project performance and cooperation. Raised focus on company vision and values and employee retention and attraction. Implementing peer group alignment and actions plan. Facilitated teams develop of strategy and actions forward in aligning newly founded Select Team with key objectives and strategic issues.
Various Executives	Executive Leadership Coaching Sales Development Training Process Mapping 360 Degree Feedback Surveys Culture and Climate Surveys	Individual leadership coaching and development. Organizational team alignment and coaching to implement results-based strategy and management. Mapping and optimization of internal accounting and HR processes. Resulted in 25% improvement in cycle time and 35% cost reduction.
Brunel Energy	Global Account Management Program Development	Developed and implemented global account management process and operational structure for management of \$800 MM accounts with Chevron and ExxonMobil. 25-35% growth per year.
Chevron/DSME - EPC Contractor	CVX Benguela Belize Project Team Alignment & Project Coaching CVX Tombua Landana Project Team Alignment & Project Coaching EXXONMOBIL Sable Island Project Team Alignment & Project Coaching CVX Mafumaria Sul Project Team Alignment and Project Coaching	Facilitated EPCI project kick-off and team alignment sessions with up to 165-person company and international contractor teams to solidify the project strategy, vision, values, goals and critical success factors. Secured commitment and accountability to key issues and actions forward. Major capital project claim development and negotiations. Cycle time reduction team facilitation resulting in 45% improvement of project execution.
SBM - EPC Contractor	Organizational Cultured & Climate Survey and Change Management Coaching	Identified critical disconnects in organization and operations. Improved management level communications, created an aligned team and assisted in nurturing internal culture emergence.
BP - E&P Company	Atlantis Team Negotiations Training & Korean Culture Awareness	Honing of project site team skills in strategic thinking and communications to improve cooperation, goal



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		achievement and negotiations at Korean site.
Gibson Tubes - Manufacturing	Organizational & Operational Improvement Consulting Supervisor Leadership Coaching	Executive and individual leadership coaching and operations efficiency improvements. Process mapping resulting in cost reduction of 18%.
ExxonMobil Development Company - E&P Company	Erha FPSO Development Project Team Alignment & Coaching Kizomba B SWHP Project Team Alignment & Coaching Kizomba B FPSO Negotiations Training Management Organizational Alignment – Houston & Nigeria Operations	Honing of project team skills in strategic thinking and communications to improve cooperation and goal achievement at Korean site. For both the Erha and Kizomba teams facilitated team alignment sessions with 35-person company teams and then 95 person company & international contractor teams to solidify the project strategy, vision, values, goals and critical success factors. Secured commitment and accountability to key issues of project. Facilitated international operations executive management team alignment and commitment to critical success factors and actions.
Baker Hughes - Oilfield Component and Service Co.	Strategic Quality Plan	Facilitated global quality team mapping the company quality vision, mission, critical success factors, goals, and action plan. Secured commitment and alignment of global quality team.
JP Kenny, Inc - Pipeline and subsea Engineering and Project Management	Strategic Business Planning & Management Team Alignment & Coaching	Facilitated an executive team process in creating the strategic business plan and mapping strategy and actions which lead to the creation of a goal driven management team and 15% improvement of financial results over target. Set the foundation for nurturing culture and change management.
Alliance Engineering, Inc - Engineering and Project Management Co.	Strategic Planning, Management Team Alignment & Coaching M&A Consulting Individual Executive Leadership Coaching Management Leadership Development Programs Executive Team Change Management ISO 9001 Certification Strategic International Business Development & Team Alignment Culture and Climate Surveys and 360 Degree Feedback	Facilitated an executive team process in creating the strategic business plan and mapping strategy and actions which lead to the creation of a goal driven management team and 25% improvement of financial results over one year target. Leadership development training for management team. First quarter results yielded \$3.5 MM in case return on goal setting management initiatives. Facilitated management team alignment and organizational change management. Developed processes and achieved ISO Certification. Process mapping and project cycle time reduction. Facilitated executive team alignment sessions with partnering, contactors, and client for major offshore development projects.
Mustang Engineering, Inc - Engineering and Project Management Co.	Multi-level Management Leadership Development Programs Change Management &	Leadership development training for executive and management team. Coached team in developing corporate goal management program. Company



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	Organizational Goals Development and Implementation Negotiations Training	restructured and grew from 1500 to 5000 in three years. Honing of project team skills in strategic thinking and communications to improve cooperation and goal achievement at GOM fabrication site.
OPE, Inc - EPC Company	Strategic Plan Development and business development support	Facilitated an executive team process in creating the strategic business plan and mapping strategy and actions that lead to the creation of a goal driven management team. Company growth from \$15 MM to \$150MM in 3 years.
Star Deep Water Petroleum, Ltd (Texaco) - E&P Company	AGBAMI Deepwater FPSO/DCU/SS Project Risk Assessment. Resource Planning Cycle Time Reduction - FPSO/DCU bid review processes	External peer review and risk evaluation of contracting and execution strategy for FPSOs. Identified four critical areas along with appropriate action plans for achieving project objectives. Coached the international team in mapping bid review process for the FPSO and DCU technical bid reviews. Reduced time and costs by 35%, gained alignment with partners and Nigerian governmental bodies.
Horizon Offshore Contractors, Inc. - EPC Contractor	Organizational and Team Development Program West Africa Strategic Development Specialty Project Support Personnel	Facilitated the establishment of team and operations alignment. Led team in process mapping and securing commitment to internal processes and procedures leading to improved efficiency and effectiveness in operations. Assisted in West Africa operations establishment and contracting.
Linear Motions Industries, Inc – Technology Company	Business Facilitation and introduction of new technology into offshore business	Coached executives in new technology roll-out and sales and facilitated introductions and industry adaptations of technology.
ABB Lummus Global, Inc - EPC Company	Deepwater Business Development Support for Deepwater Floater Systems	Assisted in business acquisition and deepwater technology refinements. Organized and facilitated negotiation of the world's first turnkey incentive based TLP and pipelines EPCI project with major operators and team of 7 international contractors. Executive project sponsorship and team alignment.
McDermott International	Strategic Business Development	Technology development and market penetration action plan.